

Message Text

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FM AMEMBASSY ABIDJAN

TO AMEMBASSY DAR ES SALAAM

INFO SECSTATE WASHDC 7338

AMEMBASSY LAGOS

UNCLAS ABIDJAN 1562

SUBJ: IITA CONTRACT

REF: DAR 056

LAGOS FOR MOOMAW

1. TOTAL COST PER TECHNICIAN UNDER CONTRACT NEGOTIATED ON BASIS OF COMPARABILITY COST FOR DIRECT HIRE TECHNICIAN UNDER SIMILAR FAMILY SITUATION AND SALARY LEVELS. USING BASIS OF TWO YEAR TOUR FOR AID DIRECT HIRE AND AN IITA EMPLOYEE UNDER THE IITA PERSONNEL POLICIES, CONTRACTING OFFICER ESTIMATED AID DIRECT HIRE WOULD COST APPROXIMATELY 90,000 DOLLARS AS COMPARED TO 83,500 DOLLARS FOR IITA TECHNICIAN. WE SURPRISED YOUR STATEMENT THAT AMOUNT STIPULATED IN CONTRACT FOR LOCAL TRANSPORTATION FAR EXCEEDS COSTS OF SHIPPING AUTOMOBILE TO DAR. INFORMATION OBTAINED FROM LOCAL SHIPPING AGENT ABIDJAN INDICATES COST OF SHIPMENT AUTOMOBILE FROM NEW YORK TO ABIDJAN IS DOLLARS 123 PER 40 CU.FT. AN AVERAGE AUTOMOBILE IS ABOUT 275 CU.FT. THEREFORE ONE WAY COST APPROXIMATELY 845 DOLLARS. ADD TO THIS THE FACT THAT AN AUTOMOBILE FROM THE STATES WOULD LIKELY BE FROM THE INTERIOR AND THAT THE GOVERNMENT WOULD BE LIABLE FOR RETURN OF THE AUTOMOBILE AND WE CAN ASSUME THAT THE TOTAL COST TO ABIDJAN WOULD BE APPROXIMATELY 2000 DOLLARS. COST TO DAR WOULD OBVIOUSLY BE HIGHER. THIS COMPARES REASONABLY WITH THE AMOUNT PROVIDED IN THE CONTRACT. HOWEVER, UNDER COM-
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PARABILITY CONCEPT THIS OFFSET ANYWAY BY OTHER ELEMENTS IN

TOTAL PACKAGE NEGOTIATED.

2. BASED ON EXPERIENCE NEGOTIATION SIMILAR COMPARABILITY PACKAGES AID/W AND ELSEWHERE IN AFRICA, DO NOT BELIEVE AUDITORS WILL HAVE DIFFICULTY THIS PARTICULAR ELEMENT AS THEY RECOGNIZE TRADE-OFFS IN ARRIVING AT TOTAL PACKAGE.

3. UNDER IITA PROCEDURES ACCEPTED IN THE CONTRACT, TITLE TO VEHICLES PURCHASED UNDER THE CONTRACT WILL REMAIN IN IITA. IN VIEW PARA 4 REF, BELIEVE THIS MOST REASONABLE POSITION. IITA WILL BE RESPONSIBLE FOR ALL MAINTENANCE ON VEHICLES WITHIN THE ALLOWANCE PROVIDED AND AUTOMOBILE CAN BE PASSED ON TO FUTURE TECHNICIANS DURING LIFE OF AUTOMOBILE.

4. BELIEVE PRESENT CONTRACT DOES NOT PROVIDE ADEQUATELY FOR FINAL DISPOSITION OF VEHICLES. UNDERSTAND THAT MOOMAW WILLING ACCEPT PROVISION FOR CREDITING GOVERNMENT WITH FUNDS RECEIVED AFTER SALE IN TANZANIA. IF YOU AGREE, NEVIN WILL SEEK NEGOTIATE SUCH PROVISION WITH MOOMAW. ALTERNATIVE MAY BE TO TRANSFER AUTOMOBILE TO GOT WHEN NO LONGER REQUIRED, USEFUL UNDER THE CONTRACT.

5. WE APPRECIATE YOUR UNEASE BUT IN VIEW EVIDENT GOOD WILL PARTIES, SUGGEST IITA BE PERMITTED PROCEED UNDER CURRENT CONTRACT TERMS AS MODIFIED PURSUANT PARA 4 ABOVE.

6. ADVISE.
ROOT

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